

Redefining Ingenuity™

SAIC HBCU/MSI Overview

March 2016

Bruce Emerson - SAIC

- **Within NASA:**
 - Review the NASA Small Business Office website
 - Determine the Region you can support
 - Search for Prime Contractors
 - Search for Primes with Core Competencies that meet your curriculum and needs
 - Search Primes website for information about the firm
 - Make direct contact with the proper office – Small Business Utilization/Supplier Diversity/ Socioeconomic Business/Other similar office name
- **Within other Agencies:**
 - Go to the Agency Office of Small Business Utilization
- **Other means to find Mentors**
 - The Chamber of Commerce
 - The local Procurement Technical Assistance Center (PTAC)
 - The State Procurement Assistance Office

How to Complete a Needs Assessment

- **Following the search and selection of a Mentor, you should -**
 - **Determine Business Needs including:**
 - Special Accounting requirements of the Federal Government and the Prime (Finance & Accounting)
 - Need for compliance with Labor Laws and Records (HR)
 - Training for the University/Institute in general Contracting, Subcontracting, Flow-down Clauses (Contracts)
 - Training on Requests for Proposals, Proposal writing, Cost Volume preparation, Past Performance decisions, Capabilities determinations, Marketing and Program Management.
 - Capture Management activities (Business Development)
 - Contract Transition Activities
 - Federal Program Management System Needs (IT) and (PMO)
 - **Determine Technical Needs including:**
 - ISO and/or ITIL Certification Programs
 - eLearning Tools for the organization and employees
 - Curriculum Assistance Planning for student to employee transition
 - Management Support
 - Technical Skill utilization of University/Institute to meet Federal Contract Needs:
 - Campus IT
 - Campus Network – Wired & Wireless
 - Campus Help-Desk, Administration, Grounds Support, Other
 - Institute's Key Education Degrees

- Primes are familiar with Small Business working in the Federal Contracting arena because:
 - They have established policies and procedures regarding:
 - Labor Laws, Cost Accounting Standards, Other Business Operations
 - Business Development and Marketing Processes
 - President/Senior Leadership that supports Federal Contracting
 - A special office designated for Federal Contracting
 - A special office that understands:
 - Program Operations
 - Contract Law
 - Special Cost Reporting, Disclosures, Fringe, G&A, Overheads, and Controls
 - Timely and Accurate Invoice Processing
 - Mandatory Federal Training for SB Contractor employees like:
 - » Ethics, Time-Charging, Safety, Security, Usage of Government Equipment, and other training designed to avoid violations of a Federal Contract and the Law!!!

Presenting an Effective Capabilities Statement

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- **Pre-Meeting Suggestions:**
 - Know the Corporation you are targeting
 - Know their customers – Does your Institute fit?
 - Be registered with D&B – SAM and keep up-to-date
 - Be prepared with overview handout material
 - Be time sensitive
- **Your Capabilities Should:**
 - Have a clear direction with Technical and/or Administrative examples
 - Bring something to the table (innovative and creative)
 - Build Knowledge via Experience into your Capabilities
 - Describe your Business Categories (SB, SDB, HBCU), NAICS Codes, Customers, Alliances...
 - Statements should include the **VALUE** your Institute will bring to the Prime
 - Share your Capabilities frequently - Market – Increase your company's visibility

**Additional Information on SAIC
BACK-UP SLIDES**

- Leading technology integrator specializing in technical, engineering, intelligence, and enterprise IT services to the U.S. government
- 46-year history of mission service delivery and customer relationships
- Significant scale of about \$4.4 billion with diversified contract base
- Highly skilled workforce of about 15,000 employees
- Strong and predictable cash flow



We are Redefining Ingenuity

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Marine Mammal Systems Program



Scitor Integration

Orion Spacecraft Support



Laser Weapon System Deployment



USMC AAV Survivability Upgrade



Employees Donate 1,000 Volunteer Hours to Aid Sea Lions

Marine mammal specialists will be deployed to centers in SoCal to care for ailing sea lion pups.



Sampling of SAIC Customers:

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U.S. Army U.S. Air Force



Energy/Utilities



U.S. Navy/Marine Corps



Information Technology



Spirit of Service™

DoD Agencies/ Defense Logistics



Consumer Services



Entertainment



Academia



State and Local



CALIFORNIA COURTS



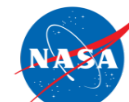
Federal Civilian



Management Contractor for DOE's Oak Ridge National Laboratory



U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES
National Institutes of Health



U.S. Immigration and Customs Enforcement



NCCIPS



Healthcare and Pharmaceutical



Bristol-Myers Squibb

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